



Colorado Library Consortium (CLiC) Colorado Cooperative Purchasing Agreement 2009 Vendor Awards & Discounts

The following library vendor discounts are available exclusively to Colorado libraries. Categories of discounts include binding, books & A/V material, equipment and supplies, and subscriptions. Instructions for obtaining these discounts are included with each vendor's listing below. We cannot address everything in these pages, so please contact the vendor directly with your questions and concerns. All prices are good through **December 31, 2009**.

Because the Colorado State Library pays for all Colorado libraries to be BCR members, look for additional vendor discounts² on BCR's web site at <http://www.bcr.org/discounts/library-office.html>. Also, libraries with high-volume orders should contact vendors to see if additional discounts are available.

The following table summarizes each discount. Please check the appropriate detail page for complete discount and instructions.

Company	Products	Discount	Discount Code	Details
Binding				
Houchen Bindery Ltd	Binds books, paperback, music scores, audio, offers pre-bound books, magazines, & more	Varies based on service	Colorado Cooperative Purchasing Agreement	Page 2
Books & Audio-Visual				
Baker & Taylor	Books, AV, and Music	Up to 45.2%	Colorado Cooperative Purchasing Agreement	Page 3 & 4
Blackwell's Book Service	Scholarly, scientific, technical, medical, and academic materials	Up to 15%	Colorado Cooperative Purchasing Agreement	Page 4
Brodart	Adult and children's books, research and technical materials, and small press titles	Up to 45%	Colorado Cooperative Purchasing Agreement	Page 5
Ingram Library Services	Books, spoken word audiocassette and CD's, as well as DVD & VHS recordings	Up to 45%	Colorado Cooperative Purchasing Agreement	Page 6
Mackin	Books and materials for schools	5% add'l	CLICCO	Page 7
Recorded Books, LLC	Audio books and online on-demand video downloads	25%	Mention membership in Colorado Library Consortium/ CLiC	Page 7
Equipment and Supplies				
ARifkin	Library bags, totes, and book mailers	10%	Colorado Cooperative Purchasing Project	Page 8
DEMCO	Library, office & computer supplies, promotional educational material & furniture	Up to 18%	Discount# C3MP30	Page 9
Highsmith	Library equipment and supplies as well as furniture	Up to 18%	Colorado Library Consortium Discount No. 18188N	Page 9
RACO Industries	Scanning equipment, receipt printers, library cards, bar code labels, and more	Up to 65%	Mention membership in Colorado Library Consortium/ CLiC	Page 10
Vernon Library Supply	Consumable library supplies and furnishings	Up to 20%	Mention membership in Colorado Library Consortium/ CLiC	Page 10
Subscriptions				
Basch Subscriptions, Inc.	Periodicals, journals, newspapers, and continuations	Up to 15%	Colorado Cooperative Purchasing Agreement	Page 11
WT Cox Subscriptions	Periodicals, journals, and newspapers	Typically 10-15%	Colorado Cooperative Purchasing Agreement	Page 11

¹ Information about the bid process: RFP requests were sent out to vendors. Vendors selected offered the best discounts above their normal discounted prices.

² BCR offers discounts from a number of additional vendors including 3M (tattle tape), Computype (barcodes, DVD/CD-ROM labels, spine labels), Copyright Clearance Center, equipment locks, software (Ariel, Clio), and SPI Content Sciences (formerly Pacific Data Conversion).

BINDING

HOUCHEN BINDERY LTD

Houchen binds library, paperback, music scores, audio, prebind books, magazines, and more.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- Order forms or order cards for a desired pickup will be furnished, check website for this information, www.houchenbindery.com
- With order, send any special instructions in writing
- Orders under 20 items will have a \$15 transportation and handling fee
- Orders over 20 items will not have a T/H fee as long as highway diesel is under \$4.50 per gallon.
- Freight – Houchen will pick up and deliver back in most instances. We are in the front range on a regular basis. Please contact us for schedule.

To Order: Houchen Bindery Ltd.
Attn: Justin Ogren/Damon Osborne
340 First Street
Utica, NE 68456
Phone: 1-800-869-0420 Email: email@houchenbindery.com
Fax: 1-402-534-2761

Discount:	Textbooks – 4-color	\$8.65	
			1.5% discount for 100+ of the same title.*
			10 or less of same title will be bound in plain covers
	School up to 12"	\$8.15	
	School over 12"	\$8.40	
	Paperback/laminated	\$6.15	
	Paperback/economy	\$5.35	
	Music Scores	\$11.25	
	Audio & DVD		By estimate, depending on size
	Prebound books		By estimate, contact vendor
	Magazine up to 12"	\$9.85	
	Over 12"	\$10.40	
	Newspapers – tabloid	\$25.00	
	Newspapers – full size	\$58.00	
	Pamphlet	\$5.50	
	<u>Additional Services</u>		
	Picture Perfect	add	\$3.00
	Call numbers/line	add	\$0.75
	Hand sewn	add	\$18.00/hr
	Insert tattle tape	add	\$0.40
	Extra thickness over 2 ½"	add	\$0.95
	Recase	add	\$5.85
	4-Color	add	\$3.15
	Map Pocket	add	\$3.65
	Hourly Labor	add	\$25.00

*Please note that Houchen Bindery's policy is to use 4 color covers when there is 10 or more of a title

Please visit our website to view all our methods of binding. If you have any questions about our products, give us a call.

BOOKS & AUDIO-VISUAL

BAKER AND TAYLOR (B&T)

B&T provides books, AV, music, and related cataloging and processing services.

- Include “**Colorado Cooperative Purchasing Agreement**” on your orders
- Provide all products with Free Shipping for FOB Destination to a primary service center; reserve the right to reevaluate shipping services if fuel surcharges exist
- Personal staff orders will be charged shipping
- No minimum order
- Payment terms are net 30 days from date of invoice
- Special service discounts are available for cataloging, processing, and customized technical services – contact vendor for information

	Public Libraries	School Libraries	Academic Libraries
Customer Service-Books	Anita Glover 800-775-1200 x2767	Sandra Whitfield 800-775-1200 x2770	Carol Betourney 800-775-2300 x405
Customer Service-AV Materials	Bob Williams 800-775-3300 x103	Bob Williams 800-775-3300 x103	Bob Williams 800-775-3300 x103
Sales Representative	Tammy Crooks 800-775-7930 x1270	Shana Barrington 800-775-7930 x1955	Barbara Kawecki 800-258-3774 x3706

To Order:

Books & Spoken Word

Public & School

Baker & Taylor, Inc.
Attn: Ordering Dept.
3584 Old Maysville Road
Commerce, GA 30529

Phone: 800-775-1100

Fax: 800-775-7480

Academic

Baker & Taylor, Inc.
Attn: Ordering Dept.
501 S. Gladiolus St.
Mokenca, IL 60954-1799

800-775-2300

800-775-3500

DVD and Music CDs (all members)

Baker & Taylor, Inc.
1000 Commerce Drive, Suite 400
Pittsburgh, PA 15275
Phone: 800-775-2600
Fax: 888-285-8922

Discount:

Material

Hardcover trade editions:

1-4 copies/titles

5+ copies/titles

Adult & juvenile quality and mass-market paperbacks

Single Edition Reinforced (Juvenile)

Publisher's Library Edition (Juvenile)

University Press Trade Ed.

Text, technical, reference, small press & titles of low demand

Imported English & non-English language editions

Spoken word audio

Public

44.8%

45.2%

40%

21%

21%

10%

0-5%

0%

45%

Academic

44.8%

45.2%

40%

21%

21%

10%

0-5%

0%

45%

School

42%

42%

35%

22%

22%

10%

0-5%

0-5%

42%

Board Books	21%	21%	22%
Novelty Items/Activity Books	21%	21%	22%
BT Bound	21%	21%	25%
Playaways	18.1%	18.1%	N/A
Music**	15-30%	15-30%	15-20%
DVD	29.1%	29.1%	29.1%

*Enhanced Service Program: titles where B&T receives no discount from the publisher, or where prepayment is required by the publisher, or books of small, limited in-demand and/or non-commercial publishers will be invoiced at list price plus \$4.95 per unit surcharge

** Discount based on value of manufacturer's list price

BLACKWELL

Blackwell provides scholarly, scientific and technical, medical, and special purpose academic materials.

- Include the phrase "**Colorado Cooperative Purchasing Agreement**" on your order
- Order by fax, email, phone, mail, or online with Collection Manager
- Shipping is free of charge (reserve the right to change based on fuel costs)
- Pricing for cataloging and physical processing is available. Please contact the vendor
- No minimum order requirement

To Order: Contact your customer service representative:
 Susan Bigelow
 Phone: 877-270-4334
 Fax: 503-620-9302
 Email: susan.bigelow@blackwell.com

Or mail directly to:
 Blackwell Book Services
 6024 Jean Road, Building G
 Lake Oswego, OR 97035

Discount:

Approval Orders	15% off list price
New Title Announcement Service	15% off list price
Firm Orders	15% off list price
Standing Orders	7% off list price

- Blackwell will supply titles for which they receive little or no discount at publisher's list price and apply an \$8.00 acquisition fee
- A/V title discount is based upon publisher's list price plus a 10% handling fee of no less than \$10 per item
- List price for all list price publishers can be found at: <http://tinyurl.com/62qro2>

BRODART

Brodart provides adult and children's books, research and technical materials, and small press titles. They also offer Spanish titles.

- Include "**Colorado Cooperative Purchasing Project**" on your order
- Orders may be submitted by mail, fax, phone, or electronically through Bibz.com
- Orders should include quantity, title, author, publisher or ISBN - no special order form is needed
- Special services discounts include cataloging, processing, paperback bindery, barcodes, and machine-readable cataloging - contact vendor for information
- No minimum order requirement
- Freight charge is 1% of book total
- Terms of payment: net 30 days from date of invoice
- Customer Service Representative:
Jim Hollingsworth
Phone: 800-233-8467 x6387
jim.hollingsworth@brodart.com

To Order: Brodart Co. Books & Automation
Order Department
500 Arch St.
Williamsport, PA 17701
Phone: 1-800-474-9802
Fax: 1-800-999-6799
Email: bookscs@brodart.com

Discount:

<u>English Language Material</u>	
Trade hardcover editions	45%**
Non-trade hardcover & paperbacks	12%**
Publishers library editions	22%
Brodart Bound	22%
Single reinforced editions	33%
Trade Paperbacks	40%**
Mass Market Ppaperbacks	38%**
Spoken word audio CDs	45%**
Playaways (no available to schools)	18%
<u>Spanish Language Material</u>	
Trade hardcover editions	40%**
Non-trade hardcover & paperbacks	20%**
Publishers library editions	20%
Brodart Bound	20%
Single reinforced editions	20%
Trade Paperback	40%**
Mass Market Paperback	31.5%**
<u>Continuations</u>	
Trade Hardcover & Paperback Editions	42%**
Non-Trade hardcover & Paperback Editions	10%**

**Hardcover, paperback and audio titles on which Brodart receives minimal or no discount and/or the publisher requires pre-payment may be discounted at the non-trade discount plus \$2.95 service charge.

Processing Options:

Complete Cataloging and Processing	\$.85/book
Automated Processing	\$.75/book
Fastened Catalog Card Kit	\$.60/kit
Attached Jacket	\$.55/jacket
Spine Label	\$.15/label
Barcode Label	\$.15/label
Theft Detection	\$.45/device
Duralam (conversion process)	\$ 4.50/book
Dura-Guard (paperback reinforcement)	\$ 2.20/book

INGRAM LIBRARY SERVICES, INC.

Ingram provides books, spoken word audiocassettes/CDs and music CD's, and pre-recorded DVD.

- Colorado libraries wishing to establish or maintenance an account should contact the Account Services Department or K-12 Department at 800-937-5300 to set-up or update an account under the contract for the **Colorado Cooperative Purchasing Agreement**
- **Public/Academic/Specialty libraries:**
 Contact Account Services (800) 937-5300, option 1 then 3
 Takita Caster, Account Service Coordinator
 Email: takita.caster@ingrambook.com
- **K-12/School libraries:**
 K-12 Department (800) 937-5300, option 3
 Brandy Perryman, K-12 Sales Representative
 Email: brandy.perryman@ingrambook.com
- Orders may be placed via phone, mail, fax, online ordering database ipage or electronically (EDI or Flashback)
- Ingram offers processing and cataloging services for products purchased through Ingram; contact your Account Service Coordinator
- Payment terms are 1% off if paid in 10 days / Net 30 days
- Free freight from designated primary and secondary distribution centers

To Order: Ingram Library Services, Inc.
 Attn: Order Entry
 One Ingram Blvd
 PO Box 3006
 La Vergne, TN 37086-1986
 Phone: 1-800-937-5300 Option 1, then 2
 Fax: 1-800-677-5116
 Email: ILS.orders@ingrambook.com
 ipage: <http://www.ipage.ingrambook.com>
 Account Manager, Robin Bowin 1-800-937-5300 x37407
 Email: robin.bowin@ingrambook.com
 Customer Care, 1-800-937-5300, Option 1, then 1

Discount:	<u>Public, Academic, & Correctional</u>	<u>School & Special</u>
Trade hardcover	45%	42.5%
Trade quality paperbacks	38%	36%
Single library editions*	45%	42.5%
Mass market paperbacks	38%	36%
Publisher's library bindings	15%	22%
Short discounted titles	8%	7%
University press	8%	7%
Spoken word audio**	45%	45%
DVD	0-35%	0-35%
Music CDs	0-45%	0-45%
Net titles	0%	0%

*School and Library (S&L) bindings – also known as Single Library Editions (SLE) and Reinforced Trade Editions (RTE) are a separate category of bindings sold at trade discount to all wholesalers by publisher. Ingram sells these products at full trade discount.

**Discount applies to full trade spoken word audiocassettes/CDs, which is over 85% of stocked titles.

Mackin Library Media

Mackin offers books and non-print library material with custom cataloging and processing.

- All orders must include the discount code **CLICCO** to receive the additional discount.
- Free standard ground shipping
- \$50 minimum order
- Excludes LibrarySparks magazine, bids, 3M security products, sale catalogs, Edupress and Learning Well items, orders already in progress or with other discounts.
- Colorado Consultant:
Bobbi Craig
Phone: 303-917-2765
Email: bobbi.craig@mackin.com

To Order: MACKIN LIBRARY MEDIA
3505 County Road 42 West
Burnsville, MN 55306

Website: www.mackin.com
Phone: 1-800-245-9540
Fax: 1-800-369-5490

Customer Service:
customerservice@mackin.com
1-800-245-9540

Discount: 5% additional discount off current online and catalog prices which are already discounted from 0-40% off publisher list price.

Free cataloging and processing. This may include any of the following services:

- MARC record on CD or by email
- One applied or unapplied barcode label
- One applied or unapplied spine label
- One applied or unapplied reading program label
- Mylar cover on jacketed books
- Full card set
- Pocket, date due and/or borrower's card

Additional Services: Free Collection Analysis Plus Solutions
Online TitleMatch with your existing collection
Free Collection Development/Bibliographic Recommendations
Premiere Opening Day Collection provider

Recorded Books, LLC

Recorded Books is a provider of audio books and online on-demand video downloads.

- All orders must be placed with Dan Morris, mention this discount.
- No minimum order
- Orders should include:
 - Library contact for product selection
 - Library phone number and e-mail contact information
 - Specific interest in product and appropriate product description

To Order: Recorded Books, LLC
270 Skipjack Road
Prince Frederick, MD 20678
Phone: 800-638-1304

Website: www.recordedbooks.com

Attention: Dan Morris, 800-638-1304 x1312
dmorris@recordedbooks.com

Discount: 25% discount on MyLibraryDV Basic and Hollywood Favorites & World Cinema

MyLibraryDV is a web based video-on-demand service for public libraries. Programming is drawn from four diverse areas: existing, licensed high-demand programs; programs created for MyLibrarDV; local library-created programs; and shared programming from libraries nationwide.

EQUIPMENT and SUPPLIES

ARifkin Company

ARifkin provides library bags, totes, and book mailers.

- Include “**Colorado Cooperative Purchasing Project**” on your order
- Orders may be submitted by mail, fax, phone, or electronically through www.arifkin.com
- Orders should include quantity, color, material, freight, etc.
- No minimum order requirement

Representative:

Charles M. Myers
833 Adams Street
Denver, CO 80206
Phone: 303-320-4151
Fax: 303-355-6787
myersdc10@comcast.net

To Order: ARifkin Company
Customer Service
Phone: 1-800-458-7300

Discount: 10% off of current catalog or website prices

DEMCO, INC.

DEMCO provides supplies, furniture, equipment, personal and professional service support, ideas and how to tips.

- Include **Discount# C3MP30** on all mail, fax, or web orders for discount
- Minimum order \$25.00
- Payment terms Net 30 days
- For large-quantity or high-dollar purchases, please contact customer service, Phone: 800-462-8709
- DEMCO, Inc. will incur regular FedEx Ground delivery service on all stock items. Transportation will be prepaid and added to all drop-shipped items sent directly to you. DEMCO, Inc. will furnish good faith estimates of shipping charges as related to product orders. Express shipping is not included
- Discounts under this agreement cannot be used in conjunction with bids, sale catalogs, or other promotions and specials. In the event a sale price is lower than your discounted price, you will be given the best price.

Exclusions: (Pages from 2009 DEMCO Full Line Catalog)

- Security products shown on pages 78-81.
- Subscription program products on pages 440-441.
- Licensed Products including but not limited to: Garfield, Eric Carle, Arthur, Clifford.
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To Order: DEMCO, Inc.
4810 Forest Run Road
PO Box 7488
Madison, WI 53704-7488
www.demco.com
E-mail: order@demco.com
Phone: 800-356-1200
Fax: 800-245-1329

Discount: 18% on library, office, and technology supplies (consumables)
18% on Learning Materials (pages 288-441 of the 2009 Full Line catalog)
10% on furniture and equipment (non-consumables)

HIGHSMITH

Highsmith offers library supplies as well as furniture and equipment.

- All orders must include the following phrase: “**Colorado Library Consortium Discount No. 18188N**” for discount pricing
- Free shipping and handling on orders over \$100 of items marked “Stock” in the catalog. Shipping and handling charges prepaid and added to your invoice on items marked “Non-Stock” in the catalog.
- \$25 minimum order
- Excludes LibrarySparks magazine, bids, 3M security products, sale catalogs, Edupress and Learning Well items, orders already in progress or with other discounts.
- For large orders such as furniture, equipment, AV or computers, contact:
Lisa Heinen
CSR Highsmith Quotes
Phone: 800-543-2180
Fax: 800-350-6236
Email: l.heinen@labsafety.com

To Order: Highsmith
P.O. Box 5210
Jainsville, WI 53547-5210
Website: <http://www.highsmith.com>
When ordering online, insert discount number in the promotion code field and the discount will be applied automatically.
Phone: 1-800-558-2110
Fax: 1-800-350-6236

Discount: 18% off of current Highsmith and Upstart catalogs

RACO INDUSTRIES

Raco Industries offers scanning equipment, receipt printers, library cards, bar code labels, and related accessories.

- Must mention membership in **CLiC** to receive discount
- No minimum order requirement on equipment
- Orders can be faxed, phoned, or e-mailed
- Payment: Net 30 Days
- Freight: prepay & add. UPS Ground shipping.
- All equipment sent from RACO warehouse will receive unlimited technical support at no additional charge
- Orders must go through Judith Maria 888-433-1274 or Nikki VanStellandt 800-446-1991 x 4672

To Order: Raco Industries
Attn: Judith Maria
PO Box 692127
Cincinnati, OH 45269

Website: www.racoindustries.com
E-mail: jmaria@racoindustries.com
Phone: 888-433-1274 (Judith)
800-446-1991 x 4672 (Nikki – CSR)
Fax: 888-232-8731

Discount:

- Contact Judith Maria for discount pricing
 - Discounts range from 10% to 65% off website pricing

VERNON LIBRARY SUPPLIES

Vernon offers consumable library supplies (labels, book covers, tapes, etc.) as well as non-consumable items (furnishings, equipment, technology, etc).

- Include your membership with **Colorado Library Consortium** on all mail, fax, phone, or web orders to receive discount
- No minimum order required
- Orders over \$50.00 of CONSUMABLE goods have free shipping
- Sales representative

Francine Kersh

Phone: 1-800-878-0253 x 113

To Order: Vernon Library Supplies, Inc.
2851 Cole Court
Norcross, GA 30071
Website: www.vernlib.com
E-mail: sales@vernlib.com
Phone: 1-800-878-0253
Fax: 1-800-466-1165

Discount:

- 20% on Consumable Library Supplies (labels, book covers, tapes, etc.)
- 10% on Non-Consumable Library Supplies (furnishings, equipment, technology, etc.)

SUBSCRIPTIONS

BASCH SUBSCRIPTIONS, INC.

Basch provides periodicals, journals, e-journals, newspapers, and continuations.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- Orders may be placed by mail, phone, fax, or electronically using *BOSS*
- For exact pricing, please submit entire title list or representative title list for a no-obligation quote
- No minimum order
- Payment due upon receipt of invoice

To Order: Basch Subscriptions, Inc.
Attn: Dolores Deneault
10 Ferry Street, Suite 429
Concord, NH 03301

Fax: 603.226.9443
Toll Free: 1.800.226.5310
Website: www.basch.com

Discount: The actual terms offered will depend upon the type of institution and mix of titles ordered through Basch, a quotation may be requested at anytime to confirm the terms that will be offered. Discount range will vary between Publishers List Price (retail) with a 0% - 15% discount.

WT COX SUBSCRIPTIONS, INC.

Cox provides periodicals, journals, and newspapers.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- Orders may be placed by mail, phone, fax, or electronically using *CoxNet*
- For exact pricing, please submit entire title list for a no-obligation quote
- No minimum order
- Payment due upon receipt of invoice
- Customer service representative:
Pam Youngberg
Phone: 800-571-9554 x 246
Fax: 910-755-0958
Email: pyoungberg@wtcox.com

To Order: Cox Subscriptions, Inc.
Attn: Tina Evans
201 Village Road
Shallotte, NC 28470

Phone: 800-571-9554 x 221
Fax: 877-755-6274
Email: tevans@wtcox.com

Discount:

Discount is offered based on the condition that WT Cox receives your list in its entirety with only minor changes such as additions, deletions, and/or quantity changes.

- 15% on all titles to Public Schools
- 10% on discountable titles to Public Libraries
- 3% service charge to Special Library/Academics
- Publisher list prices to Community Colleges